

Message Text

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PAGE 01 ABU DH 03391 151200Z
ACTION COME-00

INFO OCT-01 EUR-12 NEA-10 ISO-00 EB-07 L-03 TRSE-00
CIAE-00 INR-07 NSAE-00 /040 W
----- 009065 /50 45

R 151145Z DEC 76
FM AMEMBASSY ABU DHABI
TO SECSTATE WASHDC 5347
INFO AMEMBASSY DOHA
AMEMBASSY LONDON
AMEMBASSY MANAMA
AMEMBASSY MUSCAT

LIMITED OFFICIAL USE ABU DHABI 3391

E.O. 11652: N/A
TAGS : BEXP, UK, XF
SUBJECT : BOYCOTT PROBLEMS OF INCHAPPE IN UAE

REF: (A) STATE 302891, (B) LONDON 19717,

1. EMBASSY ABU DHABI, DRAWING ON EXPLANATION IN HELPFUL
REF A, DID ATTEMPT TO ENCOURAGE INCHAPPE IN ABU DHABI TO
SOLICIT UAE TO ACCEPT POSITIVE CERTIFICATION AS SUGGESTED
IN REF B. LOCAL BRITISH MANAGER OF INCHAPPE SAID THAT SUCH
BEHAVIOR WOULD CONTRAVENE HIS COMMERCIAL JUDGEMENT WHICH
WAS, IN EFFECT TO SATISFY CUSTOMERS DESIRES. THEREFORE
HE NOT PREPARED TO TAKE ANY INITIATIVE TO SOLICIT UAE
TO ACCEPT POSITIVE CERTIFICATION. GIVEN LOCAL MANAGER'S
UNFORTHCOMING ATTITUDE, WE SEE NO PROFIT IN FURTHER PURSUIT
THIS SUBJECT.

2. EMBASSY WILLING CONTINUE TO USE DEPRIVATION OF
PREFERRED PRODUCTS AS ARGUMENT WITH UAE FOR ACCEPTANCE
OF POSITIVE CERTIFICATION WHERE APPROPRIATE. HOWEVER,
INCHAPPE CASE IS NOT USEFUL LEVER SINCE THEIR SALES
ARE SUBSTANTIALLY DISCRETIONARY AND CONSIST PRINCIPALLY
OF LEISURE GOODS ON WHICH US SUPPLIERS HAVE NO MONOPOLY.
(REF B ESTIMATES INCHAPPE ANNUAL SALES IN UAE AT \$300,000,
HOWEVER, LOCAL MANAGER SAYS THAT MERCURY OUTBOARD
MOTOR SALES ALONE ARE \$500,000 PER YEAR.)

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DICKMAN

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NNN

Message Attributes

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